

FY3/20 Results Materials

(Fiscal Year ended March 31, 2020)

May 13, 2020

Fuji Media Holdings, Inc.

These materials are an English translation of the original document in Japanese. The Company's performance forecasts and other information are based on the Company's understanding as of the time the earnings presentation materials were prepared.

These materials may contain information about financial targets, forecasts, and other forward looking statements regarding Fuji Media Holdings, Inc., its affiliates, and investees. Actual results may differ substantially due to a variety of factors, including changes in business management, economic conditions, financial markets, and other circumstances.

"FY3/20" means the fiscal year ending March 31, 2020.

The period from January 1, 2020 to March 31, 2020 is referred to as "4Q."

FY3/20 Consolidated Results

<April 1, 2019 to March 31, 2020 >

Millions of yen

	FY3/19	FY3/20	YoY		FY3/20 Forecast (Announced on May 15)	FY3/20 - Forecast	
Net Sales	669,230	631,482	(37,748)	(5.6)%	639,500	(8,017)	98.7%
Operating Income	34,709	26,341	(8,368)	(24.1)%	28,500	(2,158)	92.4%
Ordinary Income	41,975	34,854	(7,120)	(17.0)%	34,000	854	102.5%
Net Income Attributable to Owners of the Parent	23,627	41,307	17,680	74.8%	33,900	7,407	121.9%

Net Sales and Operating Income by Segment

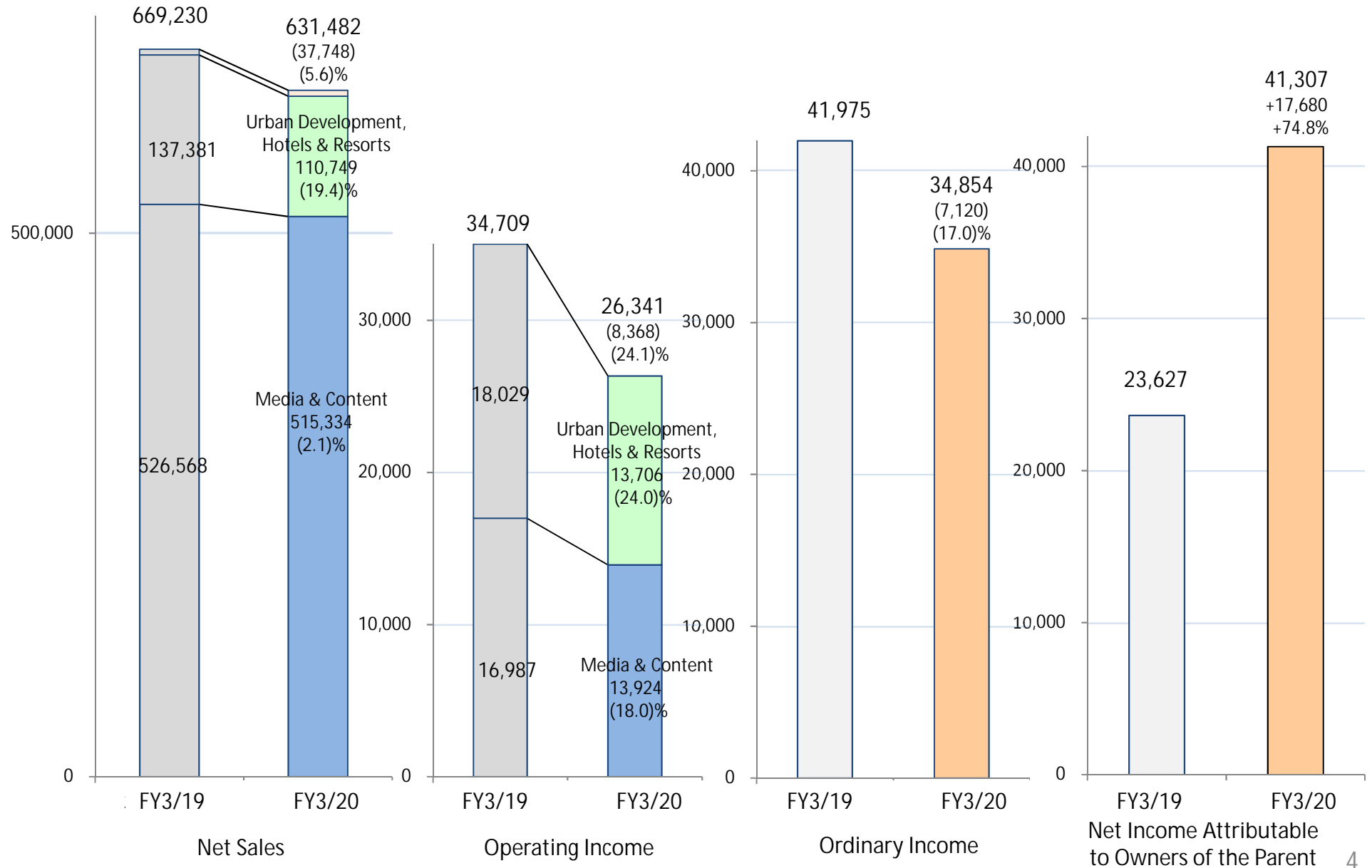
<April 1, 2019 to March 31, 2020 >

Millions of yen

	Business Segment				Total	Adjustment	Consolidated statement of income
		Media & Content	Urban Development, Hotels & Resorts	Other			
Net Sales	FY3/20	515,334	110,749	19,335	645,419	(13,936)	631,482
	FY3/19	526,568	137,381	19,062	683,012	(13,781)	669,230
	YoY	(11,234)	(26,632)	273	(37,593)	(154)	(37,748)
	YoY%	(2.1)%	(19.4)%	1.4%	(5.5)%	-	(5.6)%
Operating Income	FY3/20	13,924	13,706	595	28,226	(1,885)	26,341
	FY3/19	16,987	18,029	555	35,573	(863)	34,709
	YoY	(3,063)	(4,323)	39	(7,346)	(1,021)	(8,368)
	YoY%	(18.0)%	(24.0)%	7.2%	(20.7)%	-	(24.1)%

FY3/20 Consolidated Results (Year-on-Year)

Millions of yen



Impact of Covid-19 Outbreak on Business

Business Segment	Company	4Q	FY3/21 (Assumed situation)
Media & Content	Fuji Television	【Broadcasting Revenue】 ・Cancellation of spot advertisement ・Decrease in time advertisement sales due to cancellation of live sports programs. e.g. World Figure Skating Championships 【Event】 ・Cancellation of Events e.g. Toshiba Grand Concert 【Other】 ・Postponement of international business	・Deterioration of advertising market ・Cancellation or Postponement of ➤ Live sports programs ➤ TV production ➤ Events ・Delay in theatrical releases of films
	Dinos Cecile		・Concern of personal consumption decrease
	Others	・Cancellation or Postponement of ➤ TV production ➤ Events	・Cancellation or Postponement of ➤ TV production ➤ Events
Urban Development, Hotels & Resorts	Sankei Building		・Deterioration in performance of commercial facilities ・Impact on asset development plans (Delay in opening or construction of facilities)
	GRANVISTA Hotels & Resorts	・Slow down in tourism demand ・Temporary closures of marine leisure facilities ・Reduction in hotel occupancy rates	・Uncertainty of tourism ・Temporary closures of marine leisure facilities ・Suspension of hotel operation (11 hotels, as of May,13)

About FY3/21 Earnings Forecasts

The forecasts of consolidated financial results for the fiscal year ending March 31, 2021 have not yet been determined because it is difficult to make a reasonable calculation at this stage due to factors including the impact of the spread of the novel coronavirus infection and the timing of its containment. The Company will disclose its forecasts as soon as such disclosure becomes possible.

Summary of Media & Content Segment by Company

<April 1, 2019 to March 31, 2020 >

Millions of yen

	Net Sales			Operating Income		
	FY3/19	FY3/20	YoY	FY3/19	FY3/20	YoY
Fuji Television	267,970	255,523	(12,447) (4.6)%	10,213	7,160	(3,052) (29.9)%
BS Fuji	18,455	17,920	(535) (2.9)%	2,200	1,705	(495) (22.5)%
Nippon Broadcasting System	14,071	13,987	(84) (0.6)%	43	62	19 45.0%
Fuji Creative Corporation	14,638	14,395	(243) (1.7)%	1,150	1,180	30 2.6%
Kyodo Television	16,908	14,645	(2,263) (13.4)%	356	240	(115) (32.3)%
Pony Canyon	36,061	40,977	4,915 13.6%	422	1,836	1,414 334.7%
Dinos Cecile	107,881	104,899	(2,982) (2.8)%	855	449	(406) (47.5)%
Quaras	48,679	49,737	1,057 2.2%	790	553	(237) (30.1)%
Others and adjustment	1,900	3,248	-	953	734	-
Total	526,568	515,334	(11,234) (2.1)%	16,987	13,924	(3,063) (18.0)%

Summary of Urban Development, Hotels & Resorts Segment by Company

<April 1, 2019 to March 31, 2020 >

Millions of yen

	Net Sales			Operating Income		
	FY3/19	FY3/20	YoY	FY3/19	FY3/20	YoY
Sankei Building	88,057	72,213	(15,844) (18.0)%	15,990	13,402	(2,588) (16.2)%
GRANVISTA Hotels & Resorts	25,244	24,428	(815) (3.2)%	1,405	(216)	(1,621) -
Others and adjustment	24,079	14,106	-	633	520	-
Total	137,381	110,749	(26,632) (19.4)%	18,029	13,706	(4,323) (24.0)%

Main Items in Non-Operating Income and Expenses

<April 1, 2019 to March 31, 2020 >

Millions of yen

	FY3/19	FY3/20	YoY	
Non-operating income				
Interest income	207	211	3	1.9%
Dividends income	2,943	3,321	378	12.8%
Equity in earnings of affiliates	3,025	5,182	2,157	71.3%
Amortization of negative goodwill	573	573	0	0%
Gain on investments in partnership	1,007	310	(696)	(69.2)%
Other	1,380	795	(585)	(42.4)%
Total	9,137	10,395	1,257	13.8%
Non-operating expenses				
Interests	1,169	1,178	8	0.7%
Loss on investments in partnership	122	71	(51)	(42.0)%
Commission for syndicated loans	-	202	202	-
Other	579	429	(149)	(25.9)%
Total	1,872	1,881	9	0.5%

Main Items in Extraordinary Gain and Loss

<April 1, 2019 to March 31, 2020 >

Millions of yen

	FY3/19	FY3/20	YoY	
Extraordinary gain				
Gain on sales of investment securities	1,638	9,109	7,470	455.9%
Gain on transfer of benefit obligation relating to employees' pension fund	-	18,832	18,832	-
Other	794	143	(651)	(82.0)%
Total	2,433	28,085	25,652	-
Extraordinary loss				
Impairment loss	6,326	3,709	(2,617)	(41.4)%
Loss on valuation of investment securities	63	1,694	1,630	-
Other	1,662	703	(959)	(57.7)%
Total	8,052	6,106	(1,946)	(24.2)%

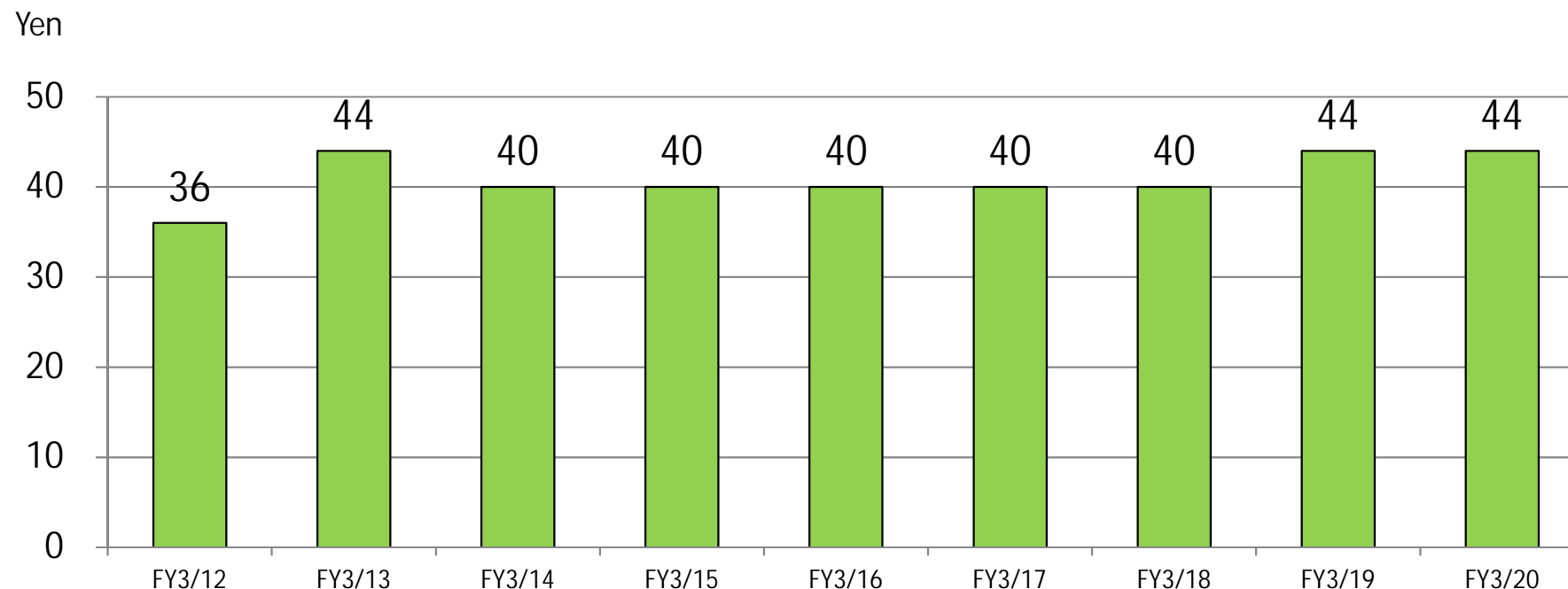
CAPEX Plan and Depreciation and Amortization

Millions of yen

		FY3/20 (Actual)	FY3/21 (Plan)	FY3/22 (Plan)
CAPEX	Consolidated	42,896	49,400	35,000
	Fuji TV	7,241	10,000	7,800
	Urban Development, Hotels & Resorts	25,421	34,200	24,200
	Fuji Media HD	893	1,100	600
Depreciation and amortization	Consolidated	16,305	19,900	21,400
	Fuji TV	6,062	7,300	7,400
	Urban Development, Hotels & Resorts	4,682	7,000	8,700
	Fuji Media HD	1,885	2,000	2,000

Shareholder Returns

FY3/20 Year-end Dividends ¥22 Annual Dividends ¥44



Notes:

The dividend for the year ending March 31, 2021 has not yet been determined because it is difficult to calculate the earnings forecast at this time, and it will be disclosed as soon as such disclosure becomes possible.

Fuji Media Holdings adopted the unit share system, and implemented a share split at the ratio of 100 shares for each share of common stock, effective October 1, 2013. Previous dividend figures have been calculated with the number of shares following the split.

The FY3/19 interim and year-end dividend payments comprised a 20 yen per share dividend on ordinary shares, and a commemorative dividend of 2 yen per share to mark the 10th anniversary of the transition to a certified broadcast holding company, and the 60th anniversary of Fuji Television Inc.

Segment Information (Consolidated Subsidiaries)

Segment	Company Name	No. of Companies
Media & Content	Fuji Television Network, Fuji Satellite Broadcasting (BS Fuji), Nippon Broadcasting System, Sendai Television, Fuji Creative Corporation, Kyodo Television, Pony Canyon, Fujipacific Music, Dinos Cecile, Quaras, Fusosha Publishing, Fuji Games, NEXTEP TV WORKSHOP, Fuji Art, Fuji Media Technology, Kyodo Edit, Vasc, Van Eight Production, Basis, Fuji Music Partners, Shinko Music Publishers, Dinos Cecile Communications, FUJI MUSIC GROUP, ARC/CONRAD MUSIC	24
Urban Development, Hotels & Resorts	The Sankei Building, GRANVISTA Hotels & Resorts, The Sankei Building Management, The Sankei Bldg Techno, Sankei Building Well Care, Sankei Kaikan, Sankei Building Asset Management, SKB USA, SKB SEATTLE, SKB PORTLAND	10
Other	Fujimic, Nippon Broadcasting Project, FUJI CAREER DESIGN, FUJISANKEI COMMUNICATIONS INTERNATIONAL	4
Total		38

Fuji TV Results

FY3/20 Fuji TV Results

<April 1, 2019 to March 31, 2020 >

Millions of yen

	FY3/19	FY3/20	YoY	
Net Sales	267,970	255,523	(12,447)	(4.6)%
Operating Income	10,213	7,160	(3,052)	(29.9)%
Ordinary Income	10,449	7,414	(3,035)	(29.0)%
Net Income	6,936	15,504	8,568	123.5%

Broadcasting Business: Revenues and Cost

<April 1, 2019 to March 31, 2020 >

Millions of yen

	FY3/20	YoY	
Broadcasting Business Revenues	212,980	(5,517)	(2.5)%
Broadcasting	180,715	(5,568)	(3.0)%
Network time	78,848	(1,601)	(2.0)%
Local time	12,319	(970)	(7.3)%
Spot	89,547	(2,996)	(3.2)%
Other Broadcasting	32,264	51	0.2%
Program sales	17,028	133	0.8%
CS broadcasting and Other	15,236	(82)	(0.5)%
Cost of Broadcasting Business	148,597	311	0.2%

Spot Advertising YoY Trend by Industry

Jan. – Mar. 2020

*Administrative accounting base

Industry	Share Last Year	Share	YoY
Information/ Telecommunication/ Broadcasting	15.4%	17.5%	10.4%
Fast Foods/Services	9.0%	9.4%	1.5%
Cosmetic/Toiletries	10.0%	9.2%	(9.9)%
Finance/Insurance	7.5%	7.0%	(9.2)%
Foods	6.2%	6.2%	(2.0)%
Autos	8.3%	5.6%	(34.2)%
Pharmaceuticals/ Medical Products	5.3%	5.3%	(2.2)%
Beverage (Non-Alcoholic)	4.5%	5.1%	10.3%
Real Estate/Housing	3.9%	4.8%	21.3%

Industry	Share Last Year	Share	YoY
Publications/ Entertainment	5.4%	4.7%	(15.4)%
Telephone Services	2.9%	4.5%	50.1%
Travel/Leisure	4.6%	4.1%	(14.0)%
Office/Precision/ Optical Equipment	3.6%	3.9%	4.7%
Apparel/Accessories	2.9%	3.0%	(1.1)%
Distribution/Retail	3.6%	2.6%	(28.4)%
Beverage (Alcoholic)	2.1%	1.9%	(11.7)%
Consumer Electronics	1.1%	1.6%	47.8%
Energy/Machinery	2.0%	1.6%	(23.7)%
Others	1.6%	2.0%	25.9%

Production Costs

Millions of yen

	FY3/19	FY3/20	YoY
1Q	19,283	18,639	(3.3)%
2Q	19,259	20,225	5.0%
1H	38,543	38,864	0.8%
3Q	18,572	22,522	21.3%
4Q	20,571	18,824	(8.5)%
2H	39,143	41,346	5.6%
Full Year	77,686	80,211	3.2%

* Direct costs of in-house production and program purchases

Other Businesses: Revenues and Cost

<April 1, 2019 to March 31, 2020 >

Millions of yen

	FY3/20	YoY	
Other Businesses Revenues	42,543	(6,929)	(14.0)%
Event	7,739	(9,502)	(55.1)%
Movie	11,312	711	6.7%
Digital	11,878	2,072	21.1%
Merchandising	6,962	409	6.3%
Video	1,230	(300)	(19.6)%
Other	3,419	(320)	(8.6)%
Cost of Other Businesses	34,012	(4,309)	(11.2)%

SG&A and Non-Operating Income/Expenses

<April 1, 2019 to March 31, 2020 >

Millions of yen

	FY3/20	YoY	
SG&A	65,753	(5,396)	(7.6)%
Selling expenses	47,135	(3,721)	(7.3)%
General and administrative expenses	18,618	(1,674)	(8.3)%
Operating Expenses	248,362	(9,394)	(3.6)%
Operating Income	7,160	(3,052)	(29.9)%
Non-operating income	517	(22)	(4.1)%
Non-operating expenses	264	(39)	(13.1)%
Ordinary Income	7,414	(3,035)	(29.0)%